



Coffee with Coker
Latest Episode

Espresso Shot #1:
The Perpetual
Upward Shift of the
Median

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Practice Management: An Integrated Approach to Short- and Long-term Improvement

By Ellis "Mac" Knight, MD, MBA, FACP, FACHE, FHM,
Senior Vice President/CMO | Coker Group



Physician practices are facing an unprecedented era of change. Multiple formidable challenges loom on the horizon to include:

1. Declining reimbursements under the dominant fee-for-service payment model.
2. An accelerating shift from fee-for-service reimbursements to fee-for-value payments, mainly from government payers, i.e., CMS (MACRA, Bundles, Shared Savings, Capitation).
3. Increased requirements and scrutiny from payers of ambulatory clinical documentation and coding (E&M, CPT, ICD-10, HCC).

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Healthcare Cybersecurity Threats and Trends for 2018

By Marissa Maldonado, Senior Manager | Coker Group

With cybersecurity attacks growing at an increasing rate, and new network and computer system vulnerabilities frequently being discovered, it is evident that healthcare cybersecurity threats are not going away. Regrettably, we saw more successful data breaches in 2017 than ever before, causing detrimental financial loss and legal consequences to the victims. The estimated total payouts and accumulated financial losses cost organizations over \$5 billion, which is up from \$1 billion in 2016.

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Does Your EHR Vendor Contract Leave Your Organization Vulnerable?

Coker Group is offering free vendor contract reviews to reveal unfavorable terms for hospitals and practices, and ensure they can protect themselves from these liabilities.



Coffee with Coker Update



Coffee with Coker has historically been a webinar series to discuss healthcare business topics. We are proud to announce that our platform is now expanding! Coffee with Coker now includes regular podcasts, as well as occasional webinars. Recordings of previous webinars will continue to be available upon request.

To make sure you don't miss a discussion relevant to your organization, subscribe to our feed in Apple Podcasts, Google Play, or your preferred podcast provider today. All episodes will also be available on the [Coffee with Coker](#) page of our website.

Current Executive Searches

Below you will find a list highlighting some of our current searches. If you are interested in more information about any of these positions, please [contact us](#) today.

- Chief Operating Officer, Hematology Oncology Associates (HOA), Medford, Oregon
- Executive Director of Operations, Beebe Medical Group (BMG), Lewes, Delaware
- Director of Revenue Cycle, Beebe Medical Group (BMG), Lewes, Delaware

Candidates interested in learning more about these opportunities should forward a resume to:

Lee Perrett, Vice President
Coker Group
678-832-0431
lperrett@cokergroup.com

Recent White Papers

[Revenue Cycle Turnaround: Rebuilding for an Advanced ROI - A Case Study \(Published by Becker's Hospital Review\)](#)

[Using Patient Panel as a Principle Element in Primary Care Physician Compensation](#)

[Managing Financial Risk Through a Value-Based Clinical Care Delivery System](#)

[Long-Term Value Creation through Effective Post-Merger Integration \(and how football teams aren't that different from hospitals pursuing successful transaction strategies\)](#)

[Risk Adjustment in Healthcare: Essentials that all Providers Should Know \(Co-Authored with Nuance\)](#)

[Strategic Retreats for Hospitals and Health Systems: Planning for Future Success](#)

[Employed Physician Network Turnaround - Sustainable Success: A Follow Up](#)

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